

Nine Months /
Third Quarter 2019

30 OCTOBER 2019

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First Nine Months and Third Quarter 2019 – Highlights

9M 2019 vs. 9M 2018, figures from continuing operations

SALES	3 272	+ 3 %	
	in CHF m	in LC* y-o-y	
EBITDA before exceptional items	524	- 2 %	16.0 %
	in CHF m	in CHF y-o-y	margin
EBITDA** after exceptional items	484	0 %	14.8 %
	in CHF m	in CHF y-o-y	margin
EBITDA after exceptional items	253	- 48 %	7.7 %
	in CHF m	in CHF y-o-y	margin

Q3 2019 vs. Q3 2018, figures from continuing operations

SALES	1 043	+ 2 %	
	in CHF m	in LC* y-o-y	
EBITDA before exceptional items	169	- 1 %	16.2 %
	in CHF m	in CHF y-o-y	margin
EBITDA after exceptional items	151	+ 6 %	14.5 %
	in CHF m	in CHF y-o-y	margin

*in local currency **before the CHF 231 m provision for an ongoing competition law investigation by the European Commission

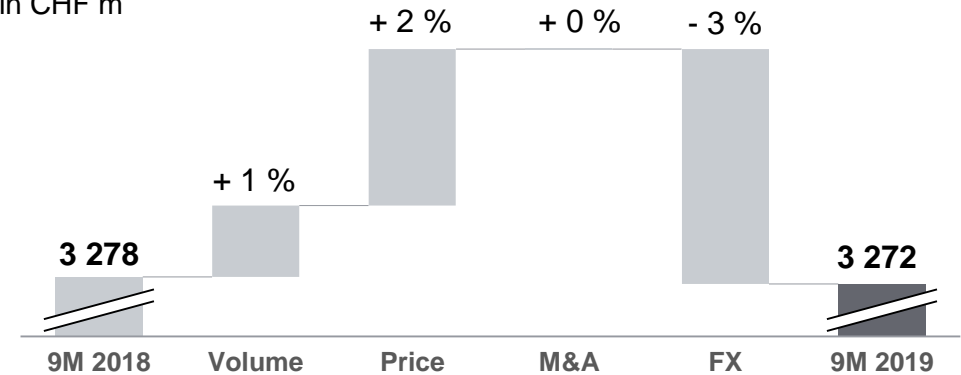
Sales Development & Mix

All figures continuing operations

- **9M 2019** sales rose organically by 3 % in local currency, supported by higher volumes and pricing
- Improved local currency sales performance driven by Catalysis and Natural Resources
- In **Q3 2019**, sales grew organically by 2 % in local currency, resulting from volume and pricing effects
- Positive sales development driven by strong expansion in Catalysis, as expected

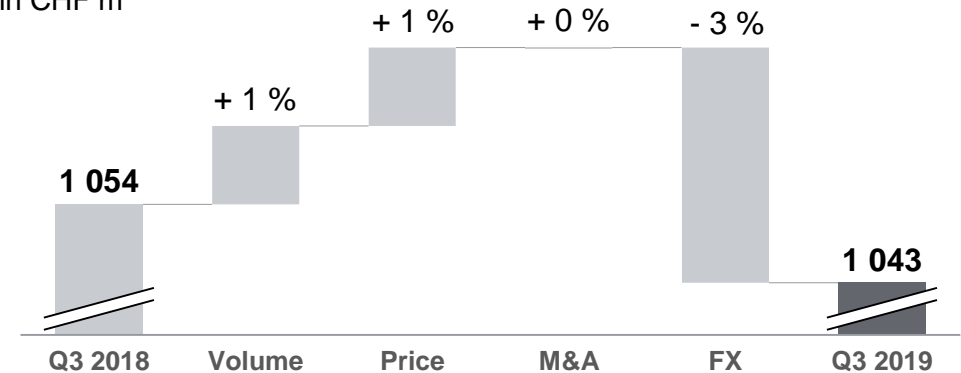
9M 2019 SALES

in CHF m



Q3 2019 SALES



in CHF m



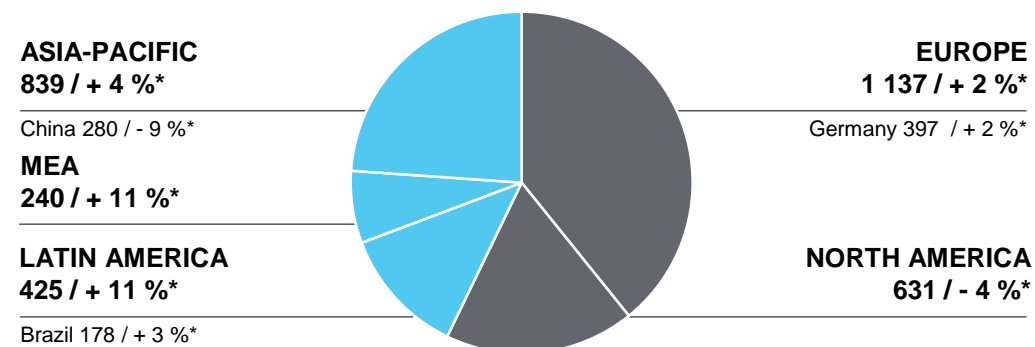
Sales Distribution by Region

All figures continuing operations

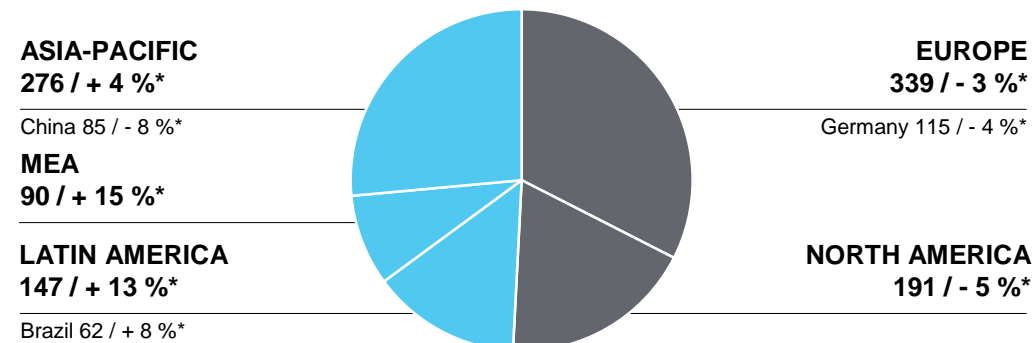
- In **9M 2019**, most regions contributed to sales growth. Expansion was most pronounced in Latin America and Middle East & Africa
- Sales in Asia and Europe grew in low-single-digits, while North American sales contracted
- In **Q3 2019**, Middle East & Africa and Latin America reported strong sales growth rates
- Asia contributed low-single-digit sales expansion, despite a weak China
- Sales in the important European region softened by 3 %, reflected by a weaker Germany
- North American sales declined in mid-single-digits

 Emerging markets
 Mature markets

9M 2019 SALES CHF 3 272 m
in CHF m



Q3 2019 SALES CHF 1 043 m
in CHF m



*in local currency



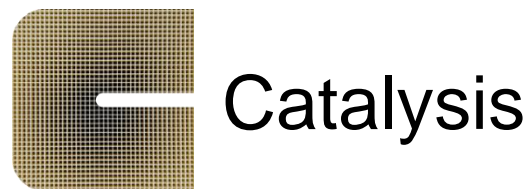
Care Chemicals

All figures continuing operations

- **9M 2019 sales** decreased slightly by 1 % in LC*
- Consumer Care sales advanced with positive contributions from all three businesses, however Industrial Applications was softer due to the weak economic environment
- Q3 2019 sales decreased by 3 % in LC* due to the challenging comparison base and a pronounced contraction in Industrial Applications
- **9M 2019 EBITDA a.e.i. margin** softened to 17.5 % partly due to raw material disruptions in North America in Q2 and weaker end-market demand in Industrial Applications
- Q3 2019 EBITDA a.e.i. margin declined to 17.1 % due to the devaluation of inventories and the volume reduction in base products

	9M 2019	9M 2018	% CHF	% LC*
Sales in CHF m	1 212	1 269	-4 %	-1 %
EBITDA b.e.i.** in CHF m	215	246	-13 %	
EBITDA b.e.i.** margin	17.7 %	19.4 %		
EBITDA a.e.i.*** in CHF m	212	244	-13 %	
EBITDA a.e.i.*** margin	17.5 %	19.2 %		

	Q3 2019	Q3 2018	% CHF	% LC*
Sales in CHF m	362	385	-6 %	-3 %
EBITDA b.e.i.** in CHF m	61	83	-27 %	
EBITDA b.e.i.** margin	16.9 %	21.6 %		
EBITDA a.e.i.*** in CHF m	62	83	-25 %	
EBITDA a.e.i.*** margin	17.1 %	21.6 %		

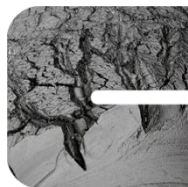


All figures continuing operations

- Substantial **9M 2019 organic sales** expansion of 10 % in LC* due to growth in both Petrochemicals and Syngas
- Sales growth benefited from good demand in nearly all geographic regions
- Q3 2019 sales accelerated by an excellent 15 % in LC*
- **9M 2019 EBITDA a.e.i. margin** decreased to 19.4 %. The profitability is still recovering from the temporary capacity outages in Asia in Q2, which have since been resolved
- Q3 2019 EBITDA a.e.i. margin increased to 19.4 % due to a more favorable product mix

	9M 2019	9M 2018	% CHF	% LC*
Sales in CHF m	659	603	9 %	10 %
EBITDA b.e.i.** in CHF m	133	124	7 %	
<i>EBITDA b.e.i.** margin</i>	20.2 %	20.6 %		
EBITDA a.e.i.*** in CHF m	128	121	6 %	
EBITDA a.e.i.*** margin	19.4 %	20.1 %		

	Q3 2019	Q3 2018	% CHF	% LC*
Sales in CHF m	227	199	14 %	15 %
EBITDA b.e.i.** in CHF m	45	36	25 %	
<i>EBITDA b.e.i.** margin</i>	19.8 %	18.1 %		
EBITDA a.e.i.*** in CHF m	44	34	29 %	
EBITDA a.e.i.*** margin	19.4 %	17.1 %		



Natural Resources (including Additives)

All figures continuing operations

- **9M 2019 sales** rose 4 % in LC*
- Oil & Mining Services (OMS) reported double-digit sales growth in LC* with contributions from all Business Lines
- Functional Minerals sales rose at a low single-digit rate
- Additives sales declined against a particularly high base due to more cautious demand from the softer automotive as well as electrical and electronics sectors
- Q3 2019 sales remained unchanged in LC* against a challenging comparison base
- **9M 2019 EBITDA a.e.i. margin** rose to 15.6 % due to stronger top-line growth in OMS in tandem with an intensified focus on more value-added applications
- Q3 2019 EBITDA a.e.i. margin increased to 15.6 % due to targeted growth in higher margin segments in Oil Services

	9M 2019	9M 2018	% CHF	% LC*
Sales in CHF m	1 401	1 406	0 %	4 %
EBITDA b.e.i.** in CHF m	221	225	-2 %	
EBITDA b.e.i.** margin	15.8 %	16.0 %		
EBITDA a.e.i.*** in CHF m	219	208	5 %	
EBITDA a.e.i.*** margin	15.6 %	14.8 %		

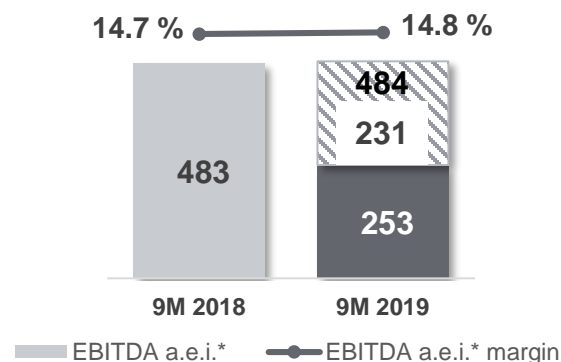
	Q3 2019	Q3 2018	% CHF	% LC*
Sales in CHF m	454	470	-3 %	0 %
EBITDA b.e.i.** in CHF m	72	75	-4 %	
EBITDA b.e.i.** margin	15.9 %	16.0 %		
EBITDA a.e.i.*** in CHF m	71	64	11 %	
EBITDA a.e.i.*** margin	15.6 %	13.6 %		

Nine Months 2019 – EBITDA a.e.i.* Development

All figures continuing operations

9M EBITDA a.e.i.* / margin

in CHF m / in % of sales



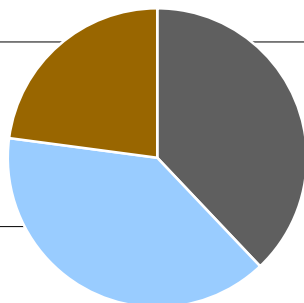
9M EBITDA a.e.i.* by Business Area

in % of total Business Areas

CATALYSIS
23 %

CARE CHEMICALS
38 %

NATURAL RESOURCES
(including ADDITIVES)
39 %



*after exceptional items

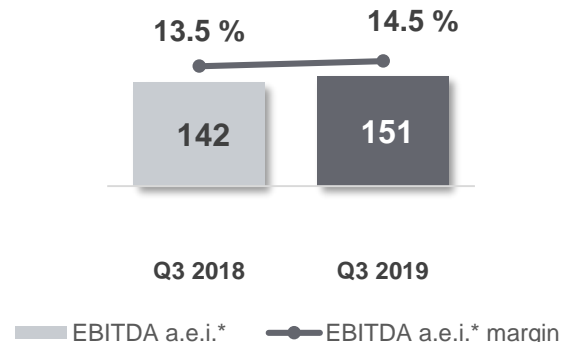
- 9M 2019 EBITDA a.e.i. was negatively impacted by the one-off provision of CHF 231 m and therefore declined significantly to CHF 253 m
- From an operational perspective, the EBITDA a.e.i. excluding the provision matched the previous year and remained resilient at CHF 484 m
- Natural Resources profitability improved due to top-line growth at OMS and the focus on value-added applications
- The corresponding EBITDA a.e.i. margin excluding the provision increased to 14.8 % despite the one-off negative effects in Care Chemicals and Catalysis in Q2 2019

Third Quarter 2019 – EBITDA a.e.i.* Development

All figures continuing operations

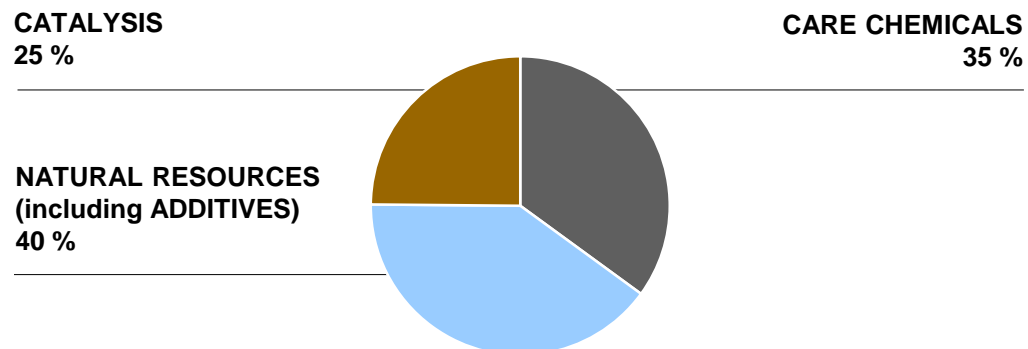
Q3 EBITDA a.e.i.* / margin

in CHF m / in % of sales



Q3 EBITDA a.e.i.* by Business Area

in % of total Business Areas



*after exceptional items

- In Q3 2019 EBITDA a.e.i. increased in Swiss francs by 6 % to CHF 151 m
- Improvement due to both higher operating profitability and lower exceptional costs
- Profitability in Catalysis rose due to a more favorable product mix and profitability in Natural Resources increased due to targeted growth in higher margin segments in Oil Services
- The corresponding EBITDA a.e.i. margin increased to 14.5 % from 13.5 %

Outlook

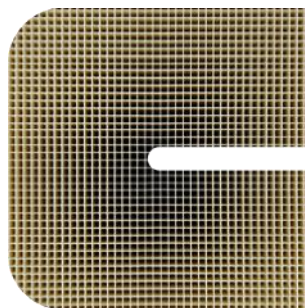
A More Focused, High Value Specialty Portfolio Restated for Continuing Operations



Sales growth expectation p.a.	5 - 7 %
EBITDA margin ambition 2021E	19 - 21 %

CARE CHEMICALS

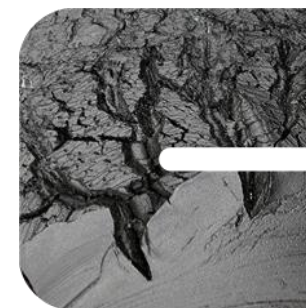
BA Care Chemicals comprises the BU Industrial & Consumer Specialties (ICS) which includes Consumer Care, Industrial Applications, Base Products, Food Ingredients and Encapsulation Technologies. The BU New Business Development encompasses Electronic Materials and Additive Manufacturing/3D Printing. These businesses demonstrate a clear focus on highly attractive, high-margin, and low-cyclicality segments. The BA follows a lifestyle-driven megatrend and strengthens Clariant's position as a supplier of green and sustainable products.



Sales growth expectation p.a.	6 - 9 %
EBITDA margin ambition 2021E	26 - 30 %

CATALYSIS

BA Catalysis comprises the BU Catalysts and the Business Line Biofuels & Derivatives. It develops, manufactures, and sells a wide range of catalyst products for the chemical and fuel industries which contribute significantly to value creation in our customers' operations, ensuring that finite raw materials and energy are used efficiently. In addition, Catalysis is in the forefront of new market developments such as the commercialization and licensing of bio-ethanol.



Sales growth expectation p.a.*	5 - 7 %
EBITDA margin ambition 2021E*	18 - 20 %

NATURAL RESOURCES

BA Natural Resources comprises the BUs Oil & Mining Services, Functional Minerals and since July 2019 also Additives. It is characterized by high growth and low cyclicality as well as a strong megatrend orientation. Main drivers are the rising demand for high value-added specialty chemicals used in the oil, mining, food and packaging industries and the increased consumption of oil, gas and base metals, driven by the fast-growing economies. Additives provides highly customized products, technologies and applications mainly for the plastic and polymer as well as the electronics industries.

* restated to include Additives

Outlook 2021: Above-Market Growth, Higher Profitability and Stronger Cash Generation



- Clariant is a focused and innovative specialty chemical company. We aim to provide more than just customer-oriented products. We strive to provide the best customer experience and fast, reliable customer fulfillment in the industry by setting the right priorities.
- Despite the current challenging environment, Clariant expects its continuing businesses to achieve above-market growth, higher profitability and stronger cash generation based on our focused, high value specialty portfolio.



Additional Information



Discontinued Operations (Masterbatches and Pigments)

- In **9M 2019**, **sales** decreased by 2 % in LC* and 5 % in Swiss francs due to the challenging economic environment
- Masterbatches and Pigments were negatively impacted by the global economic slowdown, mainly by softer demand in China and Europe as well as the weakness in the automotive industry
- The Q3 2019 sales development reflected a similar weakening
- **9M and Q3 2019 EBITDA a.e.i.** decreased due to the sales contraction and increased one-time costs required by the separation and carve-out of the discontinued businesses

	9M 2019	9M 2018	% CHF	% LC*
Sales in CHF m	1 637	1 716	-5 %	-2 %
EBITDA b.e.i.** in CHF m	176	232	-24 %	
EBITDA b.e.i.** margin	10.8 %	13.5 %		
EBITDA a.e.i.*** in CHF m	115	221	-48 %	
EBITDA a.e.i.*** margin	7.0 %	12.9 %		

	Q3 2019	Q3 2018	% CHF	% LC*
Sales in CHF m	528	551	-4 %	-2 %
EBITDA b.e.i.** in CHF m	59	70	-16 %	
EBITDA b.e.i.** margin	11.2 %	12.7 %		
EBITDA a.e.i.*** in CHF m	24	68	-65 %	
EBITDA a.e.i.*** margin	4.5 %	12.3 %		

Nine Months 2019 – Sales and EBITDA by Business Area

Nine Months 2019	Sales to 3rd parties			EBITDA after exceptionals			
	<i>in CHF m</i>	2019	2018	% LC*	2019	2018	% CHF
Care Chemicals		1 212	1 269	-1 %	212	244	-13 %
<i>margin</i>					17.5 %	19.2 %	
Catalysis		659	603	10 %	128	121	6 %
<i>margin</i>					19.4 %	20.1 %	
Natural Resources**		1 401	1 406	4 %	219	208	5 %
<i>margin</i>					15.6 %	14.8 %	
Business Areas Total		3 272	3 278	3 %	559	573	-2 %
Corporate Costs		–	–		-75	-90	
Total Continuing Operations		3 272	3 278	3 %	484	483	0 %
<i>margin</i>					14.8 %	14.7 %	
Provision***					-231	0	
Total Continuing		3 272	3 278	3 %	253	483	-48 %
<i>margin</i>					7.7 %	14.7 %	

*in local currency **including Additives ***CHF 231 m provision for an ongoing competition law investigation by the European Commission

Calendar of Upcoming Corporate Events

13 February 2020

Full Year 2019 Reporting

30 March 2020

Annual General Meeting

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